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भारत संचार निगम लिमिटेड
(भारत सरकार का उद्यम)
BHARAT SANCHAR NIGAM LIMITED
(A Government of India Enterprise)

गोपाल दास
अध्यक्ष एवं प्रबंध निदेशक

Gopal Das
Chairman & Managing Director

D.O. No. 1-3/2010-EB-I (Pt.)
Dated : 24th Jan., 2011

Dear Sh. Garg,

It is heartening to note that Enterprise Business Team of Calcutta Telephone District has secured business of Rs. 20 Crore from M/s Steel Authority of India. This could become possible with your sincere efforts and team work shown by all EB Platinum staff members of Calcutta.

This achievement of Calcutta Telephone District is also giving me a sense of contentment as I was personally present in one of the meetings held with the customer. I really feel happy to note that after formation of separate Enterprise vertical in BSNL and consequent formation of BSNL Platinum and Gold offices across the country, there has been considerable progress in sales and CRM activities relating to Enterprise customers. During this period BSNL has bagged good business from Enterprise customers.

Sh. K.C. Ghosh GM EB Platinum along with his full team is doing a very good job. They need to be supported well, so that the success becomes a natural habit for them.

This is really a remarkable achievement in view of the stiff competition in present scenario and will help in enhancing the image of BSNL. This will also work as a role model for the other Enterprise units of BSNL.

I convey appreciation for the exemplary efforts made by you and your team in getting this business and hope to win such business in future also. This may be further conveyed to all the members of your team.

With best wishes,

Yours sincerely,

(Gopal Das)
CMD BSNL

Sh A K Garg
CGM, CTD,
BSNL Calcutta.